

MACHINE VISION SALES ENGINEER

Overview:

Sell more machine vision systems (MVS) to more customers, more often and more profitably, by effectively identifying, qualifying, and landing end user customers, Original Equipment Manufacturers, and strategic partners. Work with Perceptics' team members and strategic partners to ensure high customer satisfaction.

Primary responsibilities:

- Lead sales efforts to generate new machine vision business in a highly technical market
- Perform site surveys to determine optimal placement of equipment
- Develop and maintain Perceptics Machine Vision Sales & Marketing strategy
- Identify, meet, and land end user customers, OEM customers and strategic partners
- Possess detailed expertise of the full range of MVS systems/capabilities, and product pricing
- Assess potential application of MVS systems and recommend those that fit our strategic goals for evaluation
- Coordinate technical evaluations of potential applications and communicate progress to customers
- Assist in defining technical requirements to ensure that proposed MVS solutions meet customer needs
- Provide technical demonstrations of machine vision systems and use technical knowledge of machine vision capabilities to support and build sales
- Prepare proposals for turnkey image processing systems and products
- Develop technical solutions using company and strategic partner products; install machine vision systems at customer locations; and provide support at customer sites as needed
- Respond to technical issues and coordinate and oversee resolution of problems
- 2 - 3 weeks consistent travel per month is expected on sales development activities

Qualifications and Requirements:

- Bachelors degree in the engineering field and/or area of business development
- Must have a minimum of 5 years of experience in the technical field, preferably in machine vision. Previous medical/pharmaceutical equipment sales experience preferred. Background in factory automation and/or integrating/selling Cognex or other machine vision systems a plus
- Requires excellent written and oral communication skills
- Significant domestic and international travel required

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